



Soliant
Empowering commercial rooftops

SOLIANT ENERGY, INC. PRESENTATION TO 2010 IEPR UPDATE CLEAN ENERGY MFG WORKSHOP





Soliant
energizing commercial rooftops

ENERGIZING COMMERCIAL ROOFTOPS!
LOWEST LEVELIZED COST OF ENERGY
MORE ENERGY PER ROOF



Lisbon, Portugal



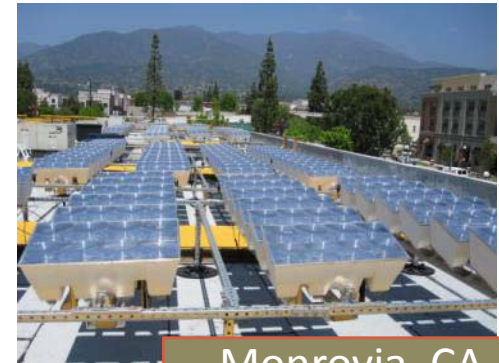
Anaheim, CA



Pasadena, CA



San Ramon, CA



Monrovia, CA



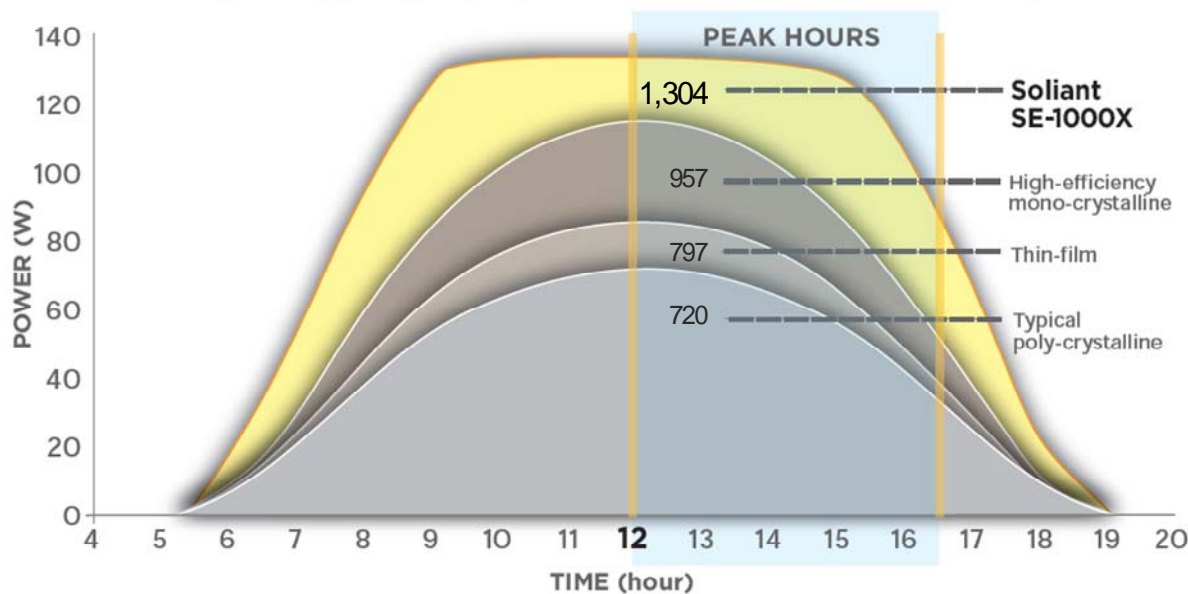
Soliant
Energy for commercial rooftops

SUPERIOR ENERGY DENSITY IS A CRITICAL ADVANTAGE

Relieves Peak Burden & Transmission Losses

- Peak Power When It Is Needed
- Tracking Provides More Hours of Peak Power

One day's energy output for 1 m² rooftop area in Southern California



Higher Peak Generation

- Triple-junction efficiency
- Superior energy density



Soliant
Energy, Inc.

SOLIANT GROWTH PLANS

- Founded 2005 by 6 engineers
- Currently 45 staff
 - HQ and pilot manufacturing in Monrovia
 - Pilot line 1MW capacity
- Future #1: 40MW plant in SoCal (CEBFP)
 - 114 jobs created
 - Over \$100m revenue, \$12m of taxable property
- Future #2: 100MW plant in San Bernardino (CEBPF + DOE LG)
 - 335 jobs created
 - Over \$250m revenue, \$25m of taxable property



WHAT'S BAD FOR BUSINESS? UNCERTAINTY!

Uncertainty ➤ Risk ➤ Cost

- 2010 CSI RD&D Solicitation 2
 - Proposals Feb/10, approval ~~Apr/10~~ ^{July?}, start ~~May/10~~ ^{Aug?}
- 2010 CEBFP
 - Proposals May/10, approval ~~May/10~~ ^{July}
- SB 71
 - Signed into law Mar/10
- DOE Loan Guarantee Program
 - Proposals Jan/10, enter diligence ~~Mar/10~~ ^{???}
- Other examples
 - Permitting & inspection delays and costs (model process?)
 - Multi-agency oversight: CEQA, AQMD, city, etc.
 - Politics affecting long-term predictability



New Mexico – Soliant offered \$15m package

Arizona – Soliant offered \$6m package

CA – Soliant offered \$4m from E-Z, hiring, TIF, UUT, but

- Organized by city RDA, not state statute
- CA Work Comp twice as costly
- CA Wage base 3% higher

Note

- Tax credits are nice but not as good for small biz
- One-stop shopping attractive for small biz



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THANK YOU!

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